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## Investor Presentation

March 5, 2024

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Explosion of healthcare data



Advancements in cloud-based computing



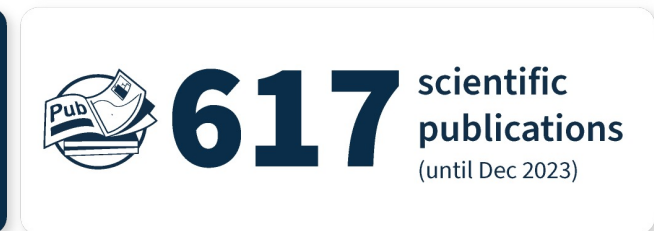
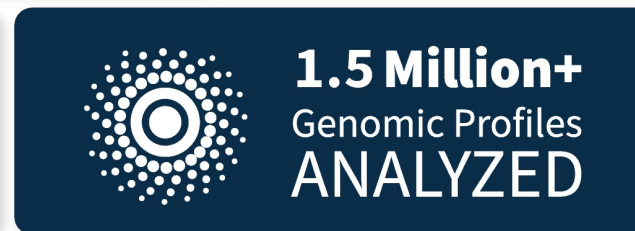
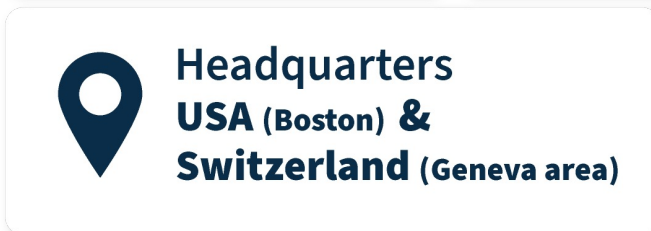
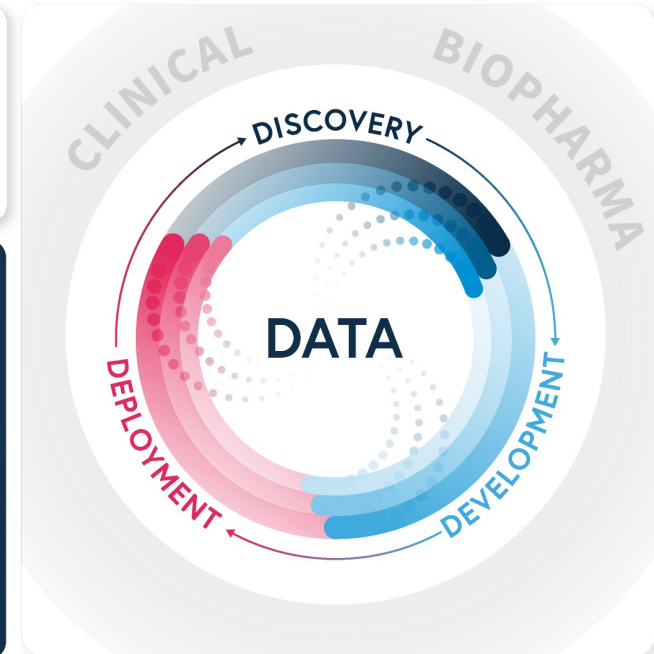
Developments in artificial intelligence

The age of data-driven medicine

 SOPHiA DDM™



# SOPHiA GENETICS at-a-glance



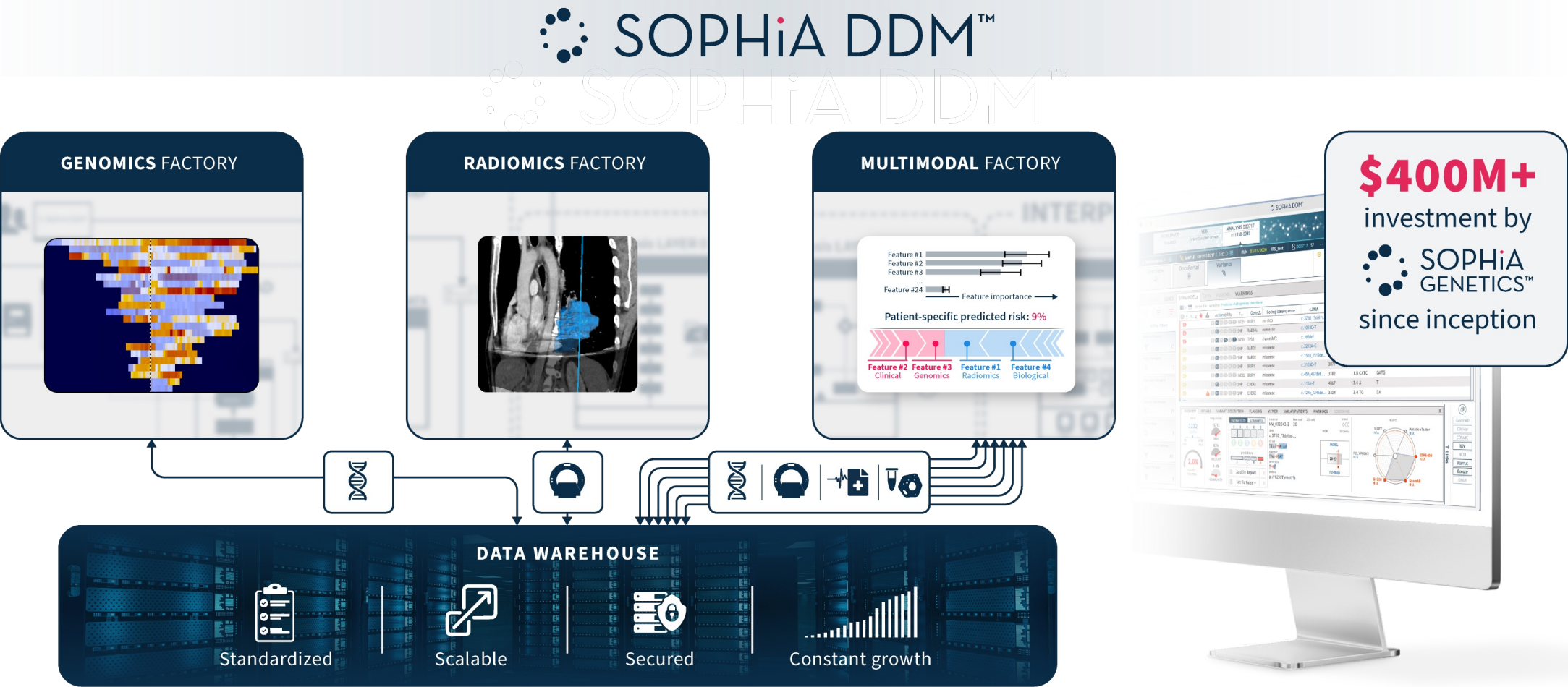
We are a category defining software company on a mission to

## Democratize Data-Driven Medicine Together





# Industry-leading multimodal capabilities driven by AI makes us the platform of choice for actionable patient insights



# Underpinned by universal compatibility and a decentralized approach



## ACCURATE



**AI/ML powered** to accurately analyze and standardize data

## UNIVERSAL



**Technology agnostic** to be easily integrated in your existing workflow

## DECENTRALIZED



In-house analytics to **maintain institutional ownership** of samples and data

## INTEROPERABLE WORKFLOWS



**Seamless, automated data transfer between technologies**, EHR, LIMS, databases, and interpretation tools for streamlined workflows

## SCALABLE



CPUs operating in tandem with powerful NVIDIA GPUs to **process computationally heavy workloads**

## SECURED



- HIPAA and GDPR compliant
- Strict access control
- End-to-end encryption
- MSFT Azure Cloud-based data storage
- Distributed file system





# SOPHiA DDM™ serves oncology and rare disease patients with a comprehensive portfolio of applications across the patient journey





## ONCOLOGY

>25 Million New Cancer Cases per Year

- Hereditary Cancers
- Solid Tumors
- HemOnc
- Liquid Biopsy



## RARE & INHERITED DISORDERS

~5% of the global population suffers from a RD

- Inherited Disorders
- Rare Diseases



- Brain
- Lung
- Cardiac
- Breast
- Intestine
- Liver
- Kidney
- Prostate
- Ovary
- Bladder



# Widespread adoption of SOPHIA DDM™



## CLIENT NETWORK<sup>1</sup>

**770+** connected  
healthcare institutions | **~68**  
countries



# Strong 2023 performance sets the stage for 2024

## 2023 revenue

**Q4: \$17.0 million**

vs. \$13.4M in 2022, 27% growth

**FY: \$62.4 million**

vs. \$47.6M in 2022, 31% growth

## 2023 cash burn<sup>1</sup>

**Q4: \$9.5 million**

vs. \$10.6M in 2022, 11% improvement

**FY: \$55.4 million**

vs. \$86.7M in 2022, 36% improvement

## 2024 full-year outlook

**Revenue: \$78M - \$81M**

25% to 30% growth

**Adj. gross margin: 72.5% - 72.7%**

up 50bps vs. 2022

**Adj. operating loss: \$45M - \$50M**

vs. \$55.9M in 2023

## Continued widespread adoption of SOPHiA DDM

- Q4 analysis volume was ~85,000
- FY 23 analysis volume was 317,000+, up 20%; 27% ex-COVID
- 450 core genomics customers as of Q4 2023, up from 434 in Q4 2022
- Landed a record 35 new customers in Q4 2023

## Strong track-record of delivering growth

- Continued momentum in the U.S. with 70% YoY revenue growth in FY 23
- Strong growth in Solid Tumors; In particular, HRD revenue grew 150%+
- Expanded BioPharma-sponsored deployment of SOPHiA DDM™ globally
- Adjusted gross margins expanded to 72% in FY 2023 vs. 68% in 2022

## Exciting growth catalysts for 2024

- Deploy new Liquid Biopsy offering worldwide with help of BioPharma
- Capitalize on growing demand in Solid Tumors from complex signatures
- Build off strong momentum in the U.S. market



# Significant momentum in the U.S. with 70% revenue growth in FY 2023

## Highlights for the deployment of SOPHiA DDM™ in the U.S. in 2023



Lifespan  
*Delivering health with care.*

TENNESSEE  
ONCOLOGY

BioReference®

Memorial  
Healthcare System

M  
MICHIGAN MEDICINE  
UNIVERSITY OF MICHIGAN

Tulane  
University

HENRY  
FORD  
HEALTH

UAMSHealth

MOFFITT  
CANCER CENTER

UNC  
HEALTH

UCSF Health

RARECYTE





# Memorial Sloan Kettering partnership update

In October, MSK selected SOPHiA GENETICS to decentralize their world-class Liquid Biopsy test MSK-ACCESS® and Solid Tumor CGP test MSK-IMPACT®



## Partnership update

- MSK-ACCESS powered with SOPHiA DDM™ **launched in December 2023**
- Significant **global demand** and several customers already signed
- MSK-IMPACT powered with SOPHiA DDM™ set to **launch in 2024**
- Collaboration with **AstraZeneca** to sponsor the **global deployment** of MSK-ACCESS and MSK-IMPACT powered with SOPHiA DDM™



# Strong performance for Solid Tumor applications in FY 2023

## FY 2023 Highlights for SOPHiA DDM™'s Solid Tumor applications

**150%+**  
HRD revenue growth

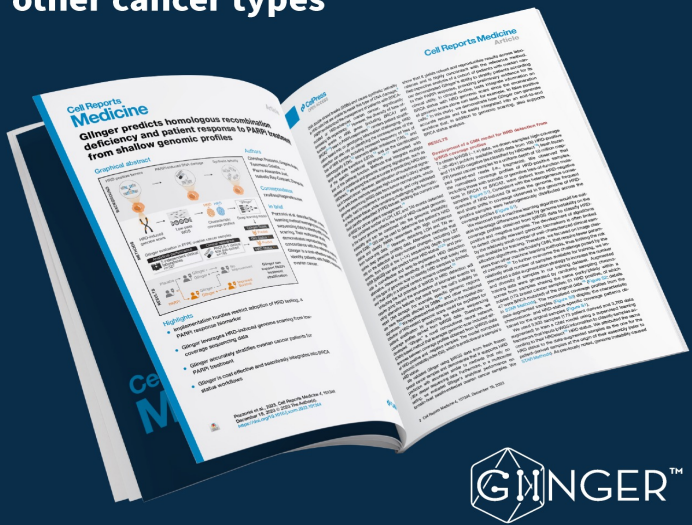
**50+**  
Customers using HRD

**57K**  
Solid Tumor Analysis Volume

**129**  
Customers using Solid Tumor applications

**36**  
New Solid Tumor customers signed

**GIInger™**, the proprietary **algorithm** powering SOPHiA DDM's HRD application, uses a unique, method of detecting complex signatures for HRD and other cancer types **other cancer types**



### FY 2024 Growth catalysts

Increasingly **complex signatures**

Opportunity to apply GIInger™ to **other cancer types** beyond HRD

Upcoming launch of CGP application **MSK-IMPACT** powered with SOPHiA DDM™

**BioPharma-sponsored deployment** of Solid Tumor applications globally





# We continue to deliver differentiated value to our BioPharma customers

## Sponsored deployment of SOPHiA DDM™

### 2023 Progress

- AstraZeneca sponsored **deployment of HRD across Spain**
  - Successful partnership
  - Over 4,000 HRD analyses in Spain to-date
  - Approximately 90% of all HRD testing in Spain

### What's next in 2024

- Announced in February 2024, expansion of AZ's HRD partnership to additional laboratories in Spain
- Announced in 2024, AstraZeneca will sponsor the **global deployment of MSK-ACCESS and MSK-IMPACT** powered with SOPHiA DDM™

## Multimodal data and analytics via SOPHiA CarePath™

### 2023 Progress

- Launched multimodal analytics module **SOPHiA CarePath™**
- Leveraged the **DEEP-LUNG-IV** clinical study to collect high quality multimodal data for lung cancer patients across the globe
- Developed **multimodal algorithms** to predict treatment effects of different therapies for lung cancer
- Completed a **landmark project** with a key BioPharma partner where SOPHiA CarePath™ identified a signature in subpopulations of lung cancer patients which could indicate different treatment effects for a specific drug

### What's next in 2024

- Plans to **expand SOPHiA CarePath™** capabilities to breast, prostate, and kidney cancer in 2024
- Recently announced **data partnerships** with MSK and Exactis Innovation which will accelerate progress by gaining access to valuable multimodal data sets



# 2024 annual guidance

| Category                | FY 2023 results | FY 2024 guide | YoY improvement       | Key drivers   |
|-------------------------|-----------------|---------------|-----------------------|---|
| Revenue                 | \$62.4M         | \$78M - \$81M | 25% – 30% growth      | <ul style="list-style-type: none"> <li>Liquid biopsy: Growing demand for MSK-ACCESS® powered with SOPHiA DDM™</li> <li>Solid tumors: Increasing complexity of signatures including HRD</li> <li>US: Significant momentum mounting with recent wins</li> </ul> |
| Adjusted gross margin   | 72.2%           | 72.5% - 72.7% | 50bps improvement     | <ul style="list-style-type: none"> <li>Benefit from economies of scale for cloud-based compute and storage costs as well as favorable price capture, despite a challenging comp in the due to 2023 Microsoft credit</li> </ul>                                |
| Adjusted operating loss | \$55.9M         | \$45M - \$50M | 11% – 19% improvement | <ul style="list-style-type: none"> <li>Notable improvement from 2023 level, despite a less material benefit from decreased headcount, which drove a majority of our loss improvement in 2023</li> </ul>   |

**Note:** Other than with respect to revenue, the Company only provides guidance on a non-IFRS basis. The Company does not provide a reconciliation of forward-looking adjusted gross margin (non-IFRS measure) to gross margin (the most comparable IFRS financial measure), due to the inherent difficulty in forecasting and quantifying amortization of capitalized research & development expenses that are necessary for such reconciliation. In addition, the Company does not provide a reconciliation of forward-looking adjusted operating loss (non-IFRS measure) to operating loss (the most comparable IFRS financial measure), due to the inherent difficulty in forecasting and quantifying amortization of capitalized research & development expenses and intangible assets, share-based compensation expenses, and non-cash portion of pensions paid in excess of actual contributions, that are necessary for such reconciliation.



# Growth drivers for 2024

## Potential catalysts for growth in 2024

**Liquid Biopsy:** Deploy new Liquid Biopsy offering worldwide with the help of BioPharma partners

**Solid tumors:** Capitalize on the demand of increasingly complex signatures, including HRD

**U.S. market:** Build off strong momentum and marquee names from 2023

**New offerings:** Launch new applications and features in Solid Tumors, HemOnc, Whole Genome Sequencing, and Pharmacogenomics as well as a full platform modernization and upgraded multimodal capabilities

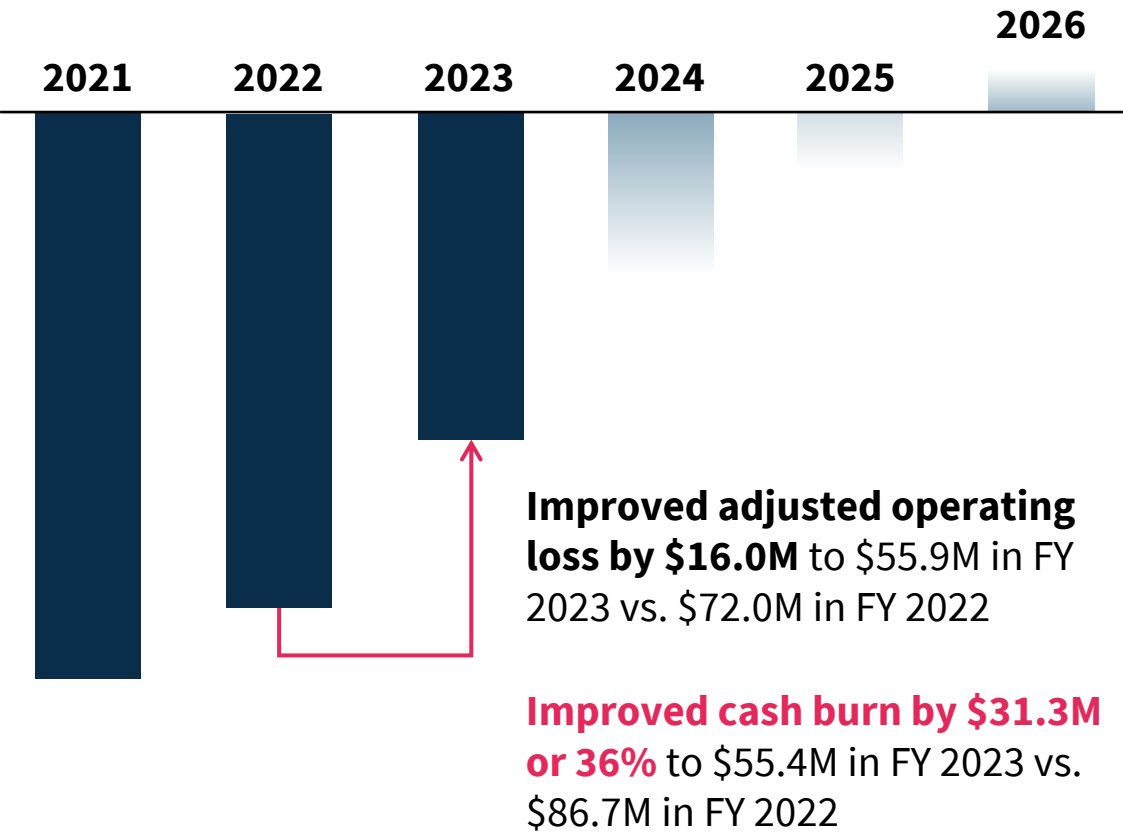
**BioPharma:** Continue partnering to deploy SOPHiA DDM™ and unlock multimodal data & analytics



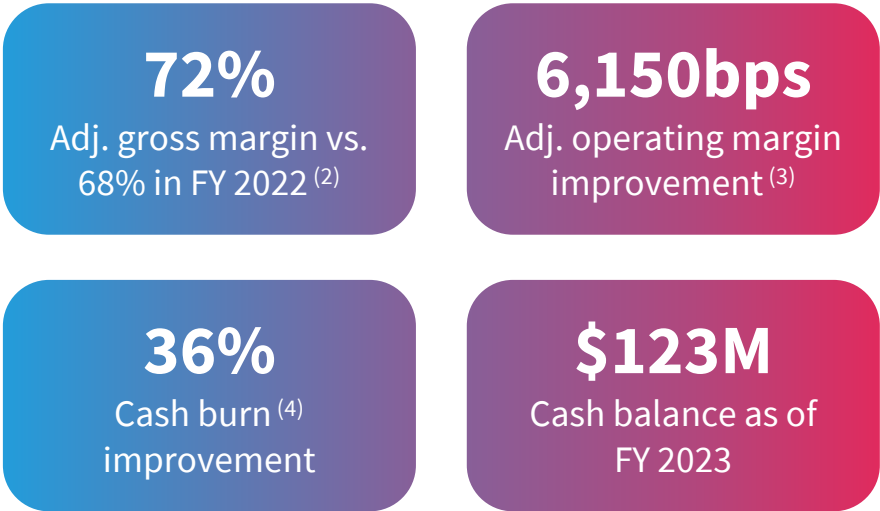


# Path to profitability in the next 2+ years

## Near term path to profitability<sup>(1)</sup>



## Backed by a consistent track-record of strong top- and bottom-line improvement



(1) Adjusted operating profitability  
(2) IFRS gross margin in FY 2023 of 69%.  
(3) IFRS operating margin improvement in FY 2023 of 6,450 bps.  
(4) Cash burn represents the change in cash and cash equivalents and term deposits during the year.



# Investment highlights



**Sizable addressable market**

**~\$40B**  
market  
opportunity<sup>(1)</sup>



**Market-leading technology**

**\$400M+**  
invested since  
inception

**617**  
scientific  
publications<sup>(2)</sup>



**Customers love SOPHiA DDM™**

**75**  
NPS score among  
SOPHiA DDM™ users<sup>(3)</sup>

**450**  
core genomic  
customers

**+87**  
core genomic customers  
signed in 2023



**Highly recurring business**

**130%**  
Net Dollar Retention  
in 2023

**~4%**  
annualized  
revenue churn

**27%**  
analysis volume  
growth<sup>(4)</sup>

**317K+**  
Analysis volume  
in 2023<sup>(5)</sup>



**Attractive operating model**

**32%**  
year-over-year revenue  
growth in FY 2023<sup>(6)</sup>

**72%**  
adjusted gross  
margin in FY 2023

**36%**  
cash burn  
improvement<sup>(7)</sup>

**\$123M**  
Cash balance  
as of FY 2023

**2+**  
year path to  
profitability

(1) Includes our estimated addressable market for 2024. These estimates are primarily based on epidemiological data, including incidence and prevalence estimates of addressable populations for each application, as well as a range of price assumptions for our products taking into account differences in panel sizes

(2) As of December 2023.

(3) NPS Score reflects survey results users of SOPHiA DDM™'s core genomic module (i.e., SOPHiA DDM for Genomics) only and excludes survey results from users of add-on modules such as Alamut.

(4) FY 2023 analysis volume growth, excluding COVID-related volume.

(5) Platform analysis volume for FY 2023, including COVID-related volume.

(6) Constant currency revenue growth excluding COVID.

(7) Cash burn represents the change in cash and cash equivalents and term deposits during the quarter.





Democratizing Data-Driven Medicine, **Together**



# Financial overview

(\$ in millions, except for margin data)

| Q4 2023 P&L             | Q4 2023      | Q4 2022      | Change Y/Y              |
|-------------------------|--------------|--------------|-------------------------|
| Total revenues          | \$17.0       | \$13.4       | 27%                     |
| Adjusted gross margin % | 73%          | 75%          | (200bps) <sup>(1)</sup> |
| Adjusted operating loss | (\$13.3)     | (\$12.1)     | 10%                     |
| Cash burn               | (\$9.5)      | (\$10.6)     | (11%)                   |
| FY 2023 P&L             | FY23 Q4      | FY22 Q4      | Change Y/Y              |
| Total revenues          | \$62.4       | \$47.6       | 31%                     |
| Adjusted gross margin % | 72%          | 68%          | +400 bps                |
| Adjusted operating loss | (\$55.9)     | (\$72.0)     | (22%)                   |
| Cash burn               | (\$55.4)     | (\$86.7)     | (36%)                   |
| Balance sheet           | Dec 31, 2023 | Dec 31, 2022 | Change Y/Y              |
| Cash & cash equivalents | \$123.3      | \$178.6      | (\$55.4)                |



# Reconciliation of IFRS Financials to Adjusted Financials

| (Amounts in USD Thousands)                                      | 2022            |                 |                 |                 |                 | 2023            |                 |                 |                 |                 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|   | Q1              | Q2              | Q3              | Q4              | FY              | Q1              | Q2              | Q3              | Q4              | FY              |
| <b>IFRS Revenue</b>   | <b>\$10,861</b> | <b>\$11,667</b> | <b>\$11,648</b> | <b>\$13,384</b> | <b>\$47,560</b> | <b>\$13,966</b> | <b>\$15,054</b> | <b>\$16,303</b> | <b>\$17,048</b> | <b>\$62,371</b> |
| <b>Gross Profit</b>   | <b>\$6,710</b>  | <b>\$7,620</b>  | <b>\$7,293</b>  | <b>\$9,631</b>  | <b>\$31,254</b> | <b>\$9,694</b>  | <b>\$10,047</b> | <b>\$11,273</b> | <b>11,898</b>   | <b>\$42,913</b> |
| <i>Gross Margin</i>   | 62%             | 65%             | 63%             | 72%             | 66%             | 69%             | 67%             | 69%             | 70%             | 69%             |
| Amortization of Capitalized Development Expenses <sup>(1)</sup> | 198             | 253             | 304             | 378             | 1,133           | 432             | 496             | 552             | 619             | 2,099           |
| <b>Adjusted Gross Profit</b>                                    | <b>\$6,908</b>  | <b>\$7,873</b>  | <b>\$7,597</b>  | <b>\$10,009</b> | <b>\$32,387</b> | <b>\$10,126</b> | <b>\$10,543</b> | <b>\$11,825</b> | <b>\$12,517</b> | <b>\$45,012</b> |
| <i>Adjusted Gross Margin</i>                                    | 64%             | 67%             | 65%             | 75%             | 68%             | 73%             | 70%             | 73%             | 73%             | 72%             |

| (Amounts in USD Thousands)                                      | 2022              |                   |                   |                   |                   | FY 2023           |                   |                   |                   |                   |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|   | Q1                | Q2                | Q3                | Q4                | FY                | Q1                | Q2                | Q3                | Q4                | FY                |
| <b>IFRS Revenue</b>   | <b>\$10,861</b>   | <b>\$11,667</b>   | <b>\$11,648</b>   | <b>\$13,384</b>   | <b>\$47,560</b>   | <b>\$13,966</b>   | <b>\$15,054</b>   | <b>\$16,303</b>   | <b>\$17,048</b>   | <b>\$62,371</b>   |
| <b>Operating Profit / (Loss)</b>                                | <b>(\$25,021)</b> | <b>(\$24,079)</b> | <b>(\$23,639)</b> | <b>(\$15,083)</b> | <b>(\$87,823)</b> | <b>(\$19,287)</b> | <b>(\$20,047)</b> | <b>(\$16,544)</b> | <b>(\$18,946)</b> | <b>(\$74,826)</b> |
| <i>Operating Margin</i>   | (230%)            | (206%)            | (203%)            | (113%)            | (185%)            | (138%)            | (133%)            | (101%)            | (111%)            | (120%)            |
| Amortization of Capitalized Development Expenses <sup>(1)</sup> | 198               | 253               | 304               | 378               | 1,133             | 432               | 496               | 552               | 619               | 2,099             |
| Share-Based Compensation Expense <sup>(2)</sup>                 | 3,471             | 3,889             | 3,657             | 2,596             | 13,613            | 2,430             | 4,676             | 3,930             | 4,211             | 15,247            |
| Amortization of Intangible Expense <sup>(3)</sup>               | 158               | 188               | 191               | 110               | 647               | 173               | 179               | 184               | 193               | 729               |
| Non-Cash Pension Expense <sup>(4)</sup>                         | 194               | 177               | 173               | (77)              | 468               | 78                | 84                | 69                | (625)             | (394)             |
| Cost Associated with Restructuring <sup>(5)</sup>               | -                 | -                 | -                 | -                 | -                 | -                 | -                 | -                 | 1,232             | 1,232             |
| <b>Adjusted Operating Profit / (Loss)</b>                       | <b>(\$21,000)</b> | <b>(\$19,571)</b> | <b>(\$19,314)</b> | <b>(\$12,076)</b> | <b>(\$71,962)</b> | <b>(\$16,174)</b> | <b>(\$14,612)</b> | <b>(\$11,809)</b> | <b>(\$13,316)</b> | <b>(\$55,913)</b> |
| <i>Adjusted Operating Margin</i>                                | (193%)            | (168%)            | (166%)            | (90%)             | (151%)            | (116%)            | (97%)             | (72%)             | (78%)             | (90%)             |

## Notes to the Reconciliation of IFRS to Adjusted Financial Measures Tables

- (1) Amortization of capitalized research and development expenses consists of software development costs amortized using the straight-line method over an estimated life of five years. These expenses do not have a cash impact but remain a recurring expense generated over the course of our research and development initiatives.
- (2) Amortization of intangible assets consists of costs related to intangible assets amortized over the course of their useful lives. These expenses do not have a cash impact, but we could continue to generate such expenses through future capital investments.
- (3) Share-based compensation expense represents the cost of equity awards issued to our directors, officers, and employees. The fair value of awards is computed at the time the award is granted and is recognized over the vesting period of the award by a charge to the income statement and a corresponding increase in other reserves within equity. These expenses do not have a cash impact but remain a recurring expense for our business and represent an important part of our overall compensation strategy.
- (4) Non-cash pension expense consists of the amount recognized in excess of actual contributions made to our defined pension plans to match actuarial expenses calculated for IFRS purposes. The difference represents a non-cash expense but remains a recurring expense for our business as we continue to make contributions to our plans for the foreseeable future.
- (5) Costs associated with restructuring consists of compensation paid to employees during their garden leave period, severance, and any other amounts legally owed to the employees resulting from their termination as part of a planned workforce reduction, which we undertook to optimize our operations. Additionally, it includes any legal fees incurred as part of the restructuring process. While such actions are not planned going forward as part of our regular operations, we expect such expenses could still be incurred from time to time based on corporate needs.

# Reconciliation of IFRS Revenue Growth to Constant Current Revenue Growth Excluding COVID-19-Related Revenue

| (Amounts in USD Thousands)  | FY 2022         | FY 2023         | Y-o-Y Growth |
|---|-----------------|-----------------|--------------|
| <b>IFRS Revenue</b>   | <b>\$47,560</b> | <b>\$62,371</b> | <b>31%</b>   |
| Current Period Constant Currency Impact <sup>(1)</sup>              | —               | (527)           |              |
| <b>Constant Currency Revenue</b>                                    | <b>\$47,560</b> | <b>\$61,844</b> | <b>30%</b>   |
| COVID-19 Related Revenue  | (1,080)         | (319)           |              |
| Constant Currency Impact on COVID-19-Related Revenue                | —               | 2               |              |
| <b>Constant Currency Revenue Excluding COVID-19-Related Revenue</b> | <b>\$46,480</b> | <b>\$61,527</b> | <b>32%</b>   |

## Presentation of Constant Currency Revenue and Excluding COVID-19-Related Revenue

SOPHiA GENETICS operates internationally, and its revenues are generated primarily in the U.S. dollar, the euro and Swiss franc and, to a lesser extent, British pound, Australian dollar, Brazilian real, Turkish lira and Canadian dollar depending on the company's customers' geographic locations. Changes in revenue include the impact of changes in foreign currency exchange rates. We present the non-IFRS financial measure "constant currency revenue" (or similar terms such as constant currency revenue growth) to show changes in revenue without giving effect to period-to-period currency fluctuations. Under IFRS, revenues received in local (non-U.S. dollar) currencies are translated into U.S. dollars at the average monthly exchange rate for the month in which the transaction occurred. When the company uses the term "constant currency", it means that it has translated local currency revenues for the current reporting period into U.S. dollars using the same average foreign currency exchange rates for the conversion of revenues into U.S. dollars that we used to translate local currency revenues for the comparable reporting period of the prior year. The company then calculates the difference between the IFRS revenue and the constant currency revenue to yield the "constant currency impact" for the current period.

The company's management and board of directors use constant currency revenue growth to evaluate growth and generate future operating plans. The exclusion of the impact of exchange rate fluctuations provides comparability across reporting periods and reflects the effects of customer acquisition efforts and land-and-expand strategy. Accordingly, it believes that this non-IFRS measure provides useful information to investors and others in understanding and evaluating revenue growth in the same manner as the management and board of directors. However, this non-IFRS measure has limitations, particularly as the exchange rate effects that are eliminated could constitute a significant element of its revenue and could significantly impact performance and prospects. Because of these limitations, you should consider this non-IFRS measure alongside other financial performance measures, including revenue and revenue growth presented in accordance with IFRS and other IFRS results.

In addition to constant currency revenue, the company presents constant currency revenue excluding COVID-19-related revenue to further remove the effects of revenues that are derived from sales of COVID-19-related offerings, including a NGS assay for COVID-19 that leverages the SOPHiA DDMTM Platform and related products and solutions analytical capabilities and COVID-19 bundled access products. SOPHiA GENETICS do not believe that these revenues reflect its core business of commercializing its platform because the company's COVID-19 solution was offered to address specific market demand by its customers for analytical capabilities to assist with their testing operations. The company does not anticipate additional development of its COVID-19-related solution as the pandemic transitions into a more endemic phase and as customer demand continues to decline. Further, COVID-19-related revenues did not constitute, and the company does not expect COVID-19-related revenues to constitute in the future, a significant part of its revenue. Accordingly, the company believes that this non-IFRS measure provides useful information to investors and others in understanding and evaluating its revenue growth. However, this non-IFRS measure has limitations, including that COVID-19-related revenues contributed to the company's cash position, and other companies may define COVID-19-related revenues differently. Because of these limitations, you should consider this non-IFRS measure alongside other financial performance measures, including revenue and revenue growth presented in accordance with IFRS and other IFRS results.

